



NEWS RELEASE

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GUERIN ASSOCIATES, LLC OWNER IS NAMED SBA's MAINE 2005 SMALL BUSINESS PERSON OF THE YEAR

Augusta, ME -- Marianne Sensale-Guerin, President and Owner of Guerin Associates, LLC, headquartered in Gorham has been named the U.S. Small Business Administration's (SBA) Maine Small Business Person of the Year for 2005. "Marianne Sensale-Guerin exemplifies the business expertise, commitment, creativity, and community involvement sought in the selection of one of the nation's top entrepreneurs," said Charles E. Summers, New England Regional Administrator for the SBA. Sensale-Guerin was nominated for the award by Diane A. Khiel, Esq. of Orono.

"I'm thrilled and honored to have been chosen by the SBA as the Small Business Person of the Year. The success of any business is largely dependent upon a company's most valuable asset, its workers. I am grateful for the dedication, determination and tenacity of my 20 employees for their support and role in the success of Guerin Associates," said Marianne.

Established in December, 2000, Guerin Associates, LLC is an environmental services firm that offers a wide range of remedial services. The company specializes in the removal, replacement, cleaning and retrofitting of underground and above ground fuel storage tanks. Guerin Associates also provides 24-hour emergency spill response as well as hazardous and contaminated site remediation services to government, corporate and private clients.

President and owner Marianne Sensale-Guerin, born in New Jersey, the middle of five children, moved to Maine in April, 1981. While working for an oil company as finance manager, from 1986 – 1989, she learned about the environmental risks and regulations, particularly those governing underground fuel storage tanks. Later, while employed at Clean Harbors, Inc., a full-service environmental firm, she met her future husband, Marc Guerin.

In 1991, Marianne and Marc formed Pollution Control Services (PCS), a small environmental company based in Gorham, Maine. In 1999 PCS' assets were sold to North American Environmental Services and both, Marc and Marianne, accepted managerial positions with the company. Marc was branch manager in Maine and Marianne was in the New York corporate office as environmental division manager. Tragically, on November 15, 2000, Marc was killed in an industrial accident, leaving Marianne devastated and

heart-broken. She returned to Maine where she continued to run North American's environmental division.

Six weeks following her husband's death, Sensale-Guerin was told that North American would close its Maine environmental division. Not wanting to uproot herself and her young son, Marianne declined the company's offer to move back to New York. Not afraid of facing a challenge, Sensale-Guerin decided to set out on her own. She struck a deal with North American, which allowed her to take over its existing federal contracts and perform them under a new entity, Guerin Associates, LLC, which she formed in December, 2000.

Since opening its doors on December 31, 2000, Guerin Associates has flourished as a result of the skill, energy, direction and vision of its President and owner, Marianne Sensale-Guerin.

Sensale-Guerin as the sole owner and President of Guerin Associates continues to grow the company both in diversity of services and revenue. The company now employs 20 people and has offices in Gorham and Presque Isle.

Each employee receives company-paid benefits, including: 80% payment of medical, life and dental insurances; simple IRA (company matched) retirements accounts; paid yearly leave time consisting of three weeks vacation, ten holidays, and five personal days to be used flexibly for illness, care of sick children, appointments, or when daycare falls through; holiday bonuses; and full-time use of company vehicles.

Sensale-Guerin volunteers her time and resources to the community. Each year she donates heating oil to various fund-raising events. Guerin Associates is an active participant in the Children's Dream Factory, a charity that grants wishes to terminally ill children. She and her employees participate in the Jimmy Fund for cancer research.

Sensale-Guerin is among 53 top small business persons – one from each state, the District of Columbia, Puerto Rico/Virgin Islands, and Guam – who will be honored by the SBA at the 2005 Expo in Washington D.C. in April. "To be chosen one of 53 outstanding small businesses nationwide is a tribute to Sensale-Guerin's entrepreneurial qualities," stated Mary E. McAleney, Maine District Director for the SBA.

The SBA Maine District Office will honor Sensale-Guerin at an awards celebration June 2nd. Other award winners to be honored at the celebration, include Young Entrepreneur of the Year, Jeffrey H. Butland SBA Family-Owned Small Business, Women in Business Champion, Veteran Small Business Champion, Small Business Journalist, Financial Services Champion and Home-based Business Champion. A list of the winners follows this text.

For additional information on the 2005 award winners and the awards celebration, please contact the Maine District Office at 622-8274.